

**AWARD NOMINATION
SMALL BUSINESS PARTNER OF THE YEAR**

Recommendation must be for work accomplished during fiscal year 2006
for presentation at the Annual Small Business Awards ceremony in July
2007

Bureau: Internal Revenue Service

- 1) Please provide the following company information:

Company Name: LS Technologies, LLC
Address: 2750 Prosperity Avenue, Suite 640
Fairfax, VA 22031
Telephone Number: 703-205-9146
Fax Number: 703-205-9149
President/Owner/CEO: Tom Loftus
Business Type (check all that apply):

☒ Small ☐ SDB ☒ 8(a) ☐ Women-owned ☐ HUBZone
☒ Veteran-Owned ☐ Service Disabled Veteran-Owned

- 2) Please describe how this small business has excelled in the past year (2006) in the performance of their contract. Additionally, please provide a brief profile of the firm in your description.

LS Technologies LLC is a SBA 8(a) certified, veteran owned small business. They started in October 2000. LS Technologies started as a Program Office and Implementation support organization to the Federal Aviation Administration (FAA) with six employees. By 2006, LS Technologies had grown to 65 employees and approximately \$11M in gross revenues. LS Technologies specializes in telecommunications engineering, implementation and program management. LS Technologies senior partners and management have over 50 years of combined telecommunications implementation and program management experience both in the government and the civilian market.

In May 2006 LS Technologies, LLC responded to an urgent request by IRS to provide onsite telephone switch PBX equipment services to the Ogden Service Center. The Center was at risk of these services being

discontinued based on the present contractor going out of business with no advance warning to the Government. The Government was notified via e-mail with only one day advance notice before the services would be terminated. The Contracting Officer had to scramble to find another 8(a) contractor in a short time frame. Since LS Technologies, LLC had hired the certified technician who formerly worked for the contractor, IRS approached LS Technologies, LLC regarding continuing support for the local PBX. LS Technologies worked tirelessly to provide technical and cost proposals for the site. Negotiations were held by phone and agreement was reached on the purchase order price. LS Technologies management worked closely with the IRS Contracting Office and Ogden Service Center to make sure that the proposal met the needs of the service center while staying within funding constraints due to the close of the fiscal year. LS Technologies agreed to a reduced labor rate so that end of year funding limits could be met and the IRS could get the support they needed for their scheduled equipment modifications. The negotiated proposal allowed for a 5 week purchase order (PO) to be placed by the IRS. LS Technologies began formal onsite support in late August 2006.

All services provided by LS Technologies have been of the highest quality and the trouble shooting capabilities have been impeccable.

LS Technologies completed an onsite inventory of Government Owned Assets and spare parts that belonged to the hardware vendor. The spare parts were returned to the vendor at the vendor's request. LS Technologies provided the Ogden Service Center with a list of recommended spare parts and a list of alternate vendors. LS Technologies also completed routine maintenance on the equipment located in several different geographic locations .

LS Technologies made sure that preparations for a major system power modification, scheduled for September, were complete and then supported the modifications over the weekend as they were performed. LS Technologies made sure that the Service Center never lost phone service and there were no impacts to their operations during this modification. LS Technologies stayed onsite Monday morning following the work to ensure that the service center phones were fully functional.

LS Technologies has always gone the extra mile to ensure that the needs of the Government were met and always in a timely manner. Without their dedication to the project the Ogden Service Center could have experienced major problems and very costly start-up procedures if the loss of service had been lengthy.

The support given to the IRS was exceptional and beyond that provided by the previous contractor.

Kathy Rittenhouse
Contract Specialist